



**8x8**

# 8X MRR

Earn up to 8X MRR with 8x8 partner SPIFFs.

**4X**

**MRR**

Award on 1+ year annual contracts with monthly payments and early termination fees

(Deals shorter than 36 months require \$1,000 minimum to qualify)

**6X**

**MRR**

Award on 3+ year annual contracts with typical once-yearly payment terms

**7X**

**MRR**

Award on 3+ year annual contracts in which the first 2 years are paid up front

**8X**

**MRR**

Award on 3+ year annual contracts in which the first 3 years are paid up front

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Available in: North America

**Terms and conditions:**

- Effective for deals closed between October 1, 2020 and December 31, 2020
- For NEW 8x8 customers only—SPIFF will not be paid on add-on orders. Deal registration and approval is required and must be submitted through the 8x8 PartnerXchange Portal.
- Minimum qualifying deal size for 12 and 24-month contracts: \$1,000 MRR (no maximum); No minimum qualifying deal size for 36-month contracts.
- 1 and 2 year annual deals with annual payment terms (either typical once-yearly payment term or 2 years paid up front) are eligible for 4X award.
- SPIFF award is earned at the time the customer order is booked with 8x8. SPIFF awards are payable within 45 days of being earned, except during the COVID-19 crisis, which may result in payment up to but not later than 75 days after being earned. Payment follows the same process/method as partner residual commissions.
- MRR is defined as monthly recurring revenue related to UCaaS and CCaaS license purchase. Equipment charges, deployment, services, training, third-party products, shipping, and other applicable fees and taxes are not included in MRR. Average MRR for the life of the contract will be used to calculate SPIFF award for deals \$10,000 MRR and larger and on all deals with 6x or greater payout. Average MRR is based on the total contract value expected to be collected by 8x8 (considering any concessions, credits, or other provisions), divided by the number of months in the contract (excluding trial period).
- On annual contracts with annual payment terms, the initial annual payment must total more than 50% of 12 months of full MRR to qualify for the 6X, 7X or 8X SPIFF. If the annual or upfront payment amount is less than 50% of 12 months of full MRR, 4X SPIFF will be paid.
- SPIFF awards with payouts greater than or equal to US \$300,000 are subject to review and will be considered on a case by case basis. Deals with special customer terms, including but not limited to, free or discounted licenses, delayed billing or extended payment terms, contingencies (e.g. POC), and downturn clauses are subject to review.
- SPIFF awards are subject to pro-rated chargeback by 8x8 in the event that the customer cancels 20% or more of the original order within 18 months of the original order date.
- Cannot be combined with other 8x8 active SPIFFs unless the specific offer is defined as "stackable".

For more information, contact your 8x8 Channel Account Manager.